

B-FSS-96 ESTIMATED SALES (NOV 1997)

The "Estimated Sales" column of the Schedule of Items shows (1) a twelve-month reading of purchases in dollars or purchases in units as reported by the previous Contractor(s), or (2) estimates of the anticipated dollar volume where the item is new. The absence of a figure indicates that neither reports of previous purchases nor estimates of sales are available.

The SINS for schedule number 03FAC are listed below

SIN #	SIN Title	Total Sales in \$
003 01	Smart Buildings Systems Integrator	\$34,666
003 97	Ancillary Repair and Alterations	\$9,728,372
003 100	Ancillary Supplies and/or Services -	\$2,328,146
371 001	Grounds and/or Cemetery Maintenance	\$11,375,261
371 002	Tree Planting/Trimming/Removal	\$11,684,277
371 003	Pest Control	\$2,997,250
371 004	Cemetery Maintenance:	\$182,611
541 001	Independent Elevator Inspection Services	\$978,897
541 099	Introduction of New Services	\$2,050,885
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$13,040,090
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$9,069,558
801 001	Surface Preparation and/or Application of Chemical Compounds	\$2,840,359
801 002	Application of Chemical Compounds	\$2,592,329
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$19,827,255
811 002	Complete Facilities Maintenance	\$161,345,376
811 003	Complete Facilities Management	\$30,746,039
811 004	Maintenance of Utility Systems	\$10,730,130
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$28,123,473
811 006	Facilities Maintenance and Management Consulting -	\$4,780,553
812 001	Dry Docking Services:	\$0
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$145,679
871 100	Ancillary Supplies and/or Services -	\$2,966,334
871 202	Energy Management Planning and Strategies	\$6,212,916
871 203	Training on Energy Management	\$1,010,583
871 204	Metering Services	\$3,401,744
871 205	Energy Program Support Services	\$1,614,185
871 206	Building Commissioning Services	\$14,678,558
871 207	Energy Audit Services	\$11,496,482
871 208	Resource Efficiency Management (REM) -	\$4,998,800
871 209	Innovations in Renewable Energy	\$55,272,242
871 210	Water Conservation	\$1,436,538
871 211	Energy Consulting Services -	\$111,300
871 299	Introduction of New Services	\$50,500